



## GUJARAT TERCE LABORATORIES LIMITED

4 February 2026

To,  
BSE Limited  
(Security Code: 524314)  
Phiroze Jeejeeboy Towers,  
Dalal Street, Fort,  
Mumbai- 400 001.

Dear Sirs,

**Sub: Investor Presentation for third quarter and nine months ended on 31 December 2025**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith Investor Presentation, encompassing an overview of the Company, its operations and the financial performance for the third quarter and nine months ended 31 December 2025, subjected to Limited Review. Kindly take the same on your records.

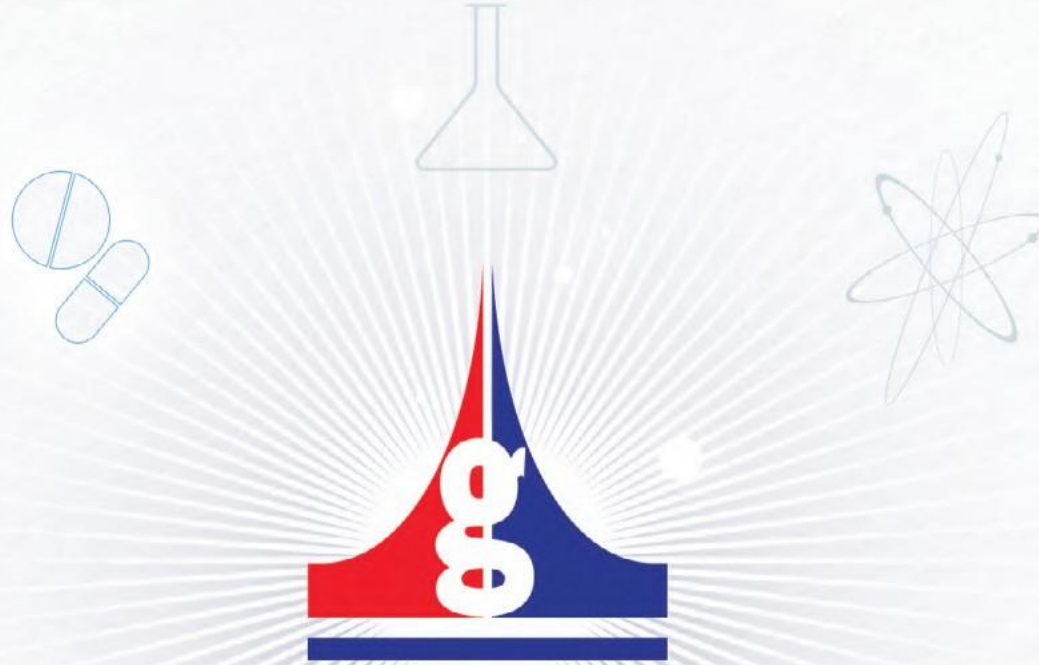
This intimation and the earnings presentation are also being uploaded on the Company's website and can be accessed at the weblink: <https://www.gujaratterce.in/investor-presentation/>

**For Gujarat Terce Laboratories Limited**

ASHKA  
SOLANKI

Digitally signed by  
ASHKA SOLANKI  
Date: 2026.02.04  
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**Ms. Ashka Solanki**  
**Company Secretary**  
*Enclosures: As above*



# GUJARAT TERCE LABORATORIES LIMITED



**Q3 FY26** | FINANCIAL RESULTS & BUSINESS UPDATE



## SAFE HARBOUR

THIS PRESENTATION CONTAINS CERTAIN FORWARD-LOOKING STATEMENTS CONCERNING OUR FUTURE BUSINESS PROSPECTS AND BUSINESS PROFITABILITY, WHICH ARE SUBJECT TO SEVERAL RISKS AND UNCERTAINTIES & THE ACTUAL RESULTS COULD MATERIALLY DIFFER FROM THOSE IN SUCH FORWARD-LOOKING STATEMENTS. THE RISKS AND UNCERTAINTIES RELATING TO SUCH STATEMENTS INCLUDE BUT ARE NOT LIMITED TO, EARNINGS FLUCTUATIONS, OUR ABILITY TO MANAGE GROWTH, COMPETITION, ECONOMIC GROWTH IN INDIA, ABILITY TO ATTRACT & RETAIN HIGHLY SKILLED PROFESSIONALS, TIME & COST OVERRUNS ON CONTRACTS, GOVERNMENT POLICIES AND ACTIONS RELATED TO INVESTMENTS, REGULATION & POLICIES ETC., INTEREST & OTHER FISCAL POLICIES GENERALLY PREVAILING IN THE ECONOMY. THE COMPANY DOES NOT UNDERTAKE TO MAKE ANY ANNOUNCEMENTS IN CASE ANY OF THESE FORWARD-LOOKING STATEMENTS BECOME INCORRECT IN FUTURE OR UPDATE ANY FORWARD-LOOKING STATEMENTS MADE FROM TIME TO TIME ON BEHALF OF THE COMPANY.

# PERFORMANCE HIGHLIGHTS



## REVENUE

Q3-FY26	Q3-FY25
1229.35	1268.08

3 %  
Degrowth



## EBIDTA

Q3-FY26	Q3-FY25
124.86	115.75

8 %  
Increase

## NET PROFIT

Q3-FY26	Q3-FY25
74.06	100.8

27 %  
Decrease

(INR lacs)



## PCPM

Q3-FY26	Q3-FY25
2.50	2.47

1 %  
Increase

## EPS

Q3 FY 26	Q3 FY25
0.95	1.36

## EBIDTA MARGIN

Q3-FY26	Q3-FY25
10.16 %	9.13 %



# PROFIT & LOSS SUMMARY

(INR lacs)

Particulars	Q3 FY26	Q3 FY25	Change %	9M FY26	9M FY 25	Change %
Revenue	1229.35	1268.08	-3%	3607.34	3787.08	-4.75%
EBITDA	124.86	115.75	8%	325.76	305.09	6.78%
PBT	111.26	97.77	14%	281.50	242.20	16.23%
Cash Profit	83.67	110.33	-24%	238.91	269.47	-11.34%
Reported PAT	74.06	100.8	-27%	210.07	241.26	-12.93%
EBITDA Margin	10.16%	9.13%		9.03%	8.06%	
PAT Margin	6.02%	7.95%		5.82%	6.37%	
Cash Profit (%)	6.81%	8.70%		6.62%	7.12%	





# MANAGEMENT COMMENTARY Q3 & 9M FY26

Dear Shareholders,

Q3 FY26 reflects the continued execution of our strategy focused on efficiency, productivity, and long-term value creation.

During the quarter, revenue stood at ₹1,229 lacs, reflecting a modest year-on-year contraction, aligned with our ongoing rationalization of low-margin businesses and sharper focus on quality-led growth. For the nine-month period, revenue was ₹3,607 lacs, following the same strategic direction.

Despite this, **EBITDA grew 8% in Q3 and 6.8% over the nine-month period**, supported by improved operational efficiencies, disciplined cost management, and better resource utilization. EBITDA margins expanded to **10.16% in Q3 and 9.03% for 9M FY26**, highlighting sustained structural improvement in operating performance.

Encouragingly, our **core brands continue to gain momentum**, with improving visibility, stronger secondary sales traction, and enhanced field execution. We believe this strengthening of brand equity will **compound over time**, supporting profitable and sustainable growth.

The business continues to remain **self-funded**, supported by internal accruals and prudent cash discipline. Our focus remains on **brand-led growth, productivity enhancement, and sustained margin expansion** as we progress through the year.

— Aalap Prajapati  
Managing Director & CEO

*"Committed to building a sustainable, high-performing business with strong fundamentals and long-term value creation."*

Aalap  
Prajapati  
CEO

# ABOUT THE COMPANY

For nearly four decades, **Gujarat Terce Laboratories Ltd.** has built a reputation as a trusted and respected name in the Indian pharmaceutical industry — defined by strong brands, committed people, and deep geographic penetration.

## Our Brands

- **8 leading brands** anchored in high-growth therapeutic areas including Paediatrics, Gynaecology, Orthopaedics, and General Medicine.
- **134 products** across acute and chronic segments, addressing diverse patient needs and market demands.
- A strategic portfolio mix that balances established brands with new launches to sustain long-term growth.

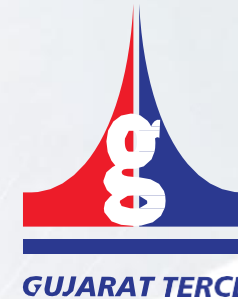
## Our People

- **240+ team members**, united by a shared purpose of improving healthcare access.
- **150 Medical Representatives** on the ground, driving strong relationships with **32,706 medical practitioners** and **30,074 chemists**.
- Culture of continuous capability building, performance focus, and field productivity enhancement.

## Our Reach

- Presence in **13 states** and **224 districts** across India, with established strength in Northern and Western regions and Central India.
- **385 stockists** ensuring consistent availability of our brands across urban, semi-urban, and rural markets.
- Well-entrenched distribution enabling agile market response and deeper penetration in high-potential territories.

**At Gujarat Terce**, we believe in *building strength before scale*. By nurturing our brands, empowering our people, and expanding our geographic footprint, we are positioned to deliver sustainable growth and long-term value for all stakeholders.



# THANK YOU

For more information, contact:

**Ms. Ashka Solanki**

*Company Secretary*

[cs@gujaratterce.com](mailto:cs@gujaratterce.com)